Supporting Proposal

For **TES** by **Titus**

We **empower** people to improve the world through learning

Contents

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Hi Lucy,

Firstly, thank you for inviting Titus to respond to your Learning Management System Migration Vendor Engagement Questionnaire and for your time and input up until this point. I'm pleased to confirm after reviewing the documentation, we are ideally placed to support Tes Institute with the migration and delivery of a Learning Management Solution which meets your needs.

This document includes the following -

- Our understanding of Tes institutes LMS needs
- Deliverables and commercial breakdown
- An introduction to Titus along with our credentials.

Alongside this document, we have completed the vendor engagement questionnaire, provided dedicated Tes mockups to showcase how the platform could look as well as the user experience - these have been based on your website branding and provided our standard terms and conditions for your review.

If you have any clarifications, please do not hesitate to contact me directly.

Thanks again, and I look forward to your feedback.

All the best,

Mandeep Kullar

Senior Business Development Manager

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Our Understanding of Your Project

Tes Institute is a leader in global teacher training and development, offering a comprehensive range of courses and apprenticeships to educators in the UK and internationally. As part of Tes, a global education solutions provider, Tes Institute is committed to delivering high-quality education through a suite of software, digital tools, and services, serving over 13 million educators and 25,000 schools across more than 100 countries.

Tes Institute aims to transition from its current Learning Management System (LMS) to a more innovative and future-proof solution. The new LMS must not only align with their growth aspirations but also enhance operational efficiency and deliver an outstanding user experience. The objective is to ensure a seamless transition with minimal disruption to learners and operations.

The existing LMS, adopted in 2017 and currently managed by Learning Pool, has not evolved in line with Tes Institute's growing needs. While it initially served as a central platform for delivering teacher training and development content, it now poses several challenges:

- Limited functionality in areas critical to current educational practices
- Operational inefficiencies that hinder the support of educational programs
- Cumbersome administration processes
- Falling short of user expectations regarding usability and accessibility

Explorations of alternative solutions with the current vendor have been deemed unsatisfactory.

Key LMS and Project Goals

Tes Institute requires a new LMS that will effectively support approximately 6,000 active learners. The system must:

- Provide a centralised platform for delivering, managing, and directing learners to educational content
- Support a wide range of teaching and learning activities
- Facilitate seamless online collaboration and communication among learners, instructors, and administrators
- Include tools for assignments, assessments, feedback, and tracking
- Offer comprehensive reporting and analytics on learner engagement and performance

The implementation must be completed before the expiration of the current LMS contract on 31st March 2025. This includes data migration, support, and ongoing maintenance.

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Deliverables and Commercials - Moodle Workplace

Deliverables

Element	Details
Moodle Workplace	Moodle Workplace is revolutionising the way that the world's most popular LMS is used in corporate learning. The new solution builds on the tried and tested Moodle platform, while adding a host of new features specifically designed for the needs of businesses.
Norse Theme	Our team will work with you to understand your brand guidelines and create a design that compliments them on our Norse Theme.
Migration	Migration of data from existing LMS (delivered by Learning Pool)
AWS Cloud Based Hosting	Secure & flexible hosting configured by our AWS certified cloud practitioners.
Single Sign On	Setup and maintenance.
Titus Connect - Integrations via Web Services API	Titus Connect Web Service API facilitates seamless integration of your LMS with various systems, simplifying administrative tasks.
Customer Success, Support & Training	We'll support you at every step of the process, from ensuring your administrators are comfortable using the platform through to both responsive and proactive customer success and support to guarantee you get the most from your platform.
Project Management	Dedicated project management throughout the implementation stage of the project.

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Commercials

Element	Details	Price
Migration	Migration of data from existing LMS (potential data to migrate - staff compliance, user data, course content, renewal dates and completion records).	**£14,500 one off fee***
Setup & Configuration	Platform discovery, set up and configuration of Moodle Workplace 4 (latest stable version). Including Norse Theme - configuration based upon TES brand guidelines and single sign on configuration.	**£8,000 one off fee**
Fully Managed Hosting	Cloud Based Hosting via Amazon Web Services (AWS) Description: - Approx 250 concurrency - Availability: 99.9% - 200GB EFS storage (elastic file storage) - Technical support and upgrades	**£11,600 per annum**
Moodle Workplace	Upto 10,000 user licenses	**£13,500 per annum**
Titus Connect	Web Service API to allow for integration with other digital platforms	**£3,500 per annum**
Customer Success, Training and Support	Dedicated customer success lead, training and unlimited standard administration support	**£5,900 per annum**
Project Management	Project Management - During the migration and implementation stage of the project	**£4,975 one off fee**

*Further scoping required to ascertain final costs for migration

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Pricing based on a 3 year contract.

Year one total	**£61,975***
Year two total	**£34,500**
Year three total	**£34,500**
Total Contract Value	**£130,975***

- Pricing is exclusive of VAT

Acceptance of this proposal includes a 10% contingency budget should it be required for changing requirements. Any contingency budget to be used shall be signed off by both parties ahead of any budget being utilised.
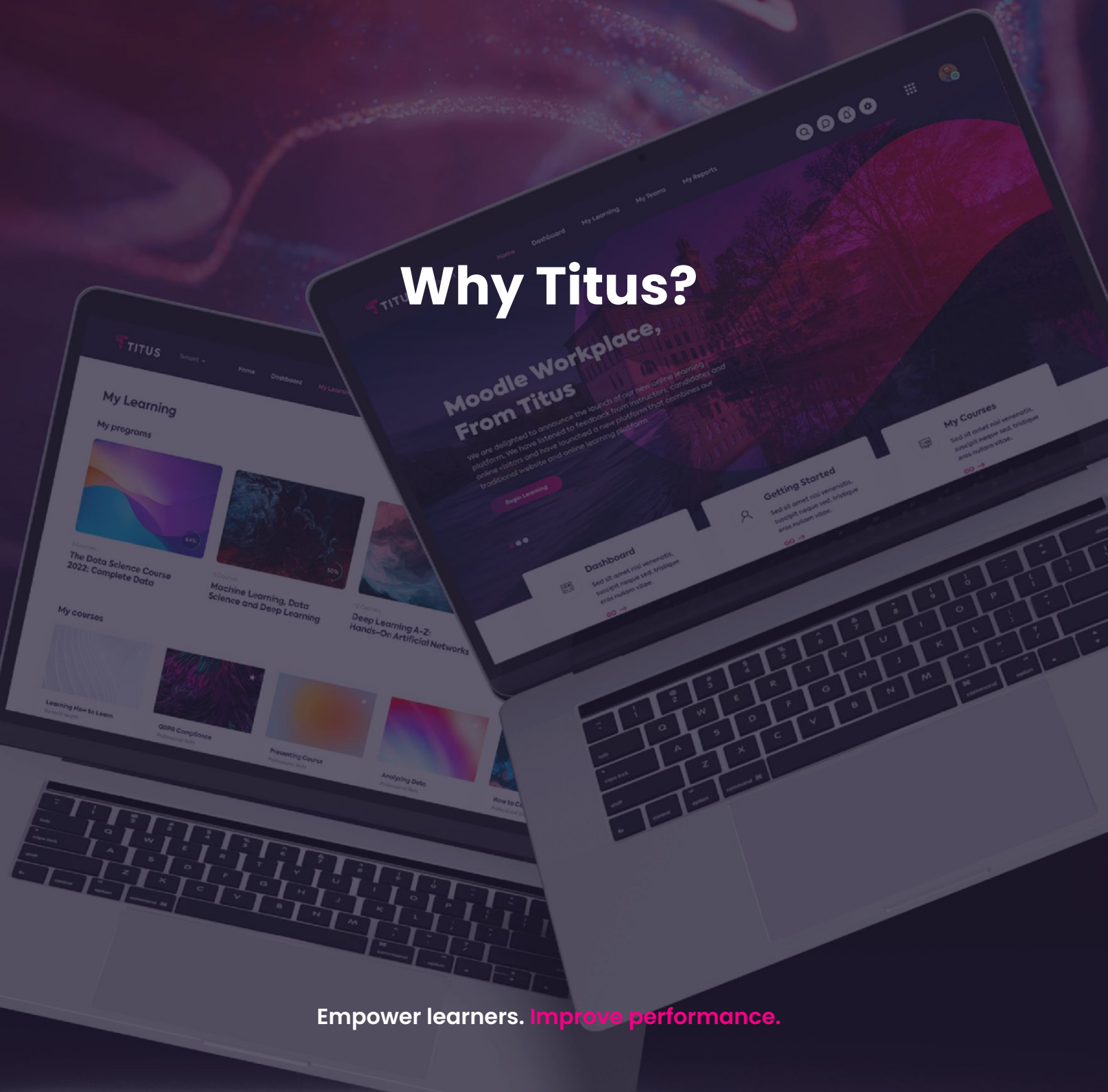
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Additional Products and Services

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Additional Products and Services

Element	Details	Price
Custom Development	If development work is required for any aspect of future requirements, a dedicated statement of work will be delivered to the customer for sign off before any work commences. (economies of scale will apply for upwards of 10 days)	**£995 day rate**
Titus Marketing Services	Titus Marketing Services - A range of options to help support the marketing of the platform, including launch campaigns, dedicated marketing plans and the optimisation of data	**£3,000 - £8,000 per annum**
Branded Moodle Mobile App (Moodle Workplace)	Set up and hosting of a dedicated Tes application on both the app and play store	**£4,115 year one and £2,115 per annum thereafter**

Why Titus?

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Why Titus?

Titus empowers organisations to develop, grow and support their people by delivering industry leading eLearning solutions.

We work with **world class customers** including; Royal College of General Practitioners, Network Rail, QA Higher Education, Leeds Trinity University, Global Banking School, RESPECT, CNN among many others.

As a full service provider with multiple offerings we can manage everything from hosting and integration through to consultation, content and bespoke theming.

Our ethos is to listen, put customers first and form long standing working partnerships with our clients. This ensures we deliver solutions that are effective, engaging and most importantly ones that answer your specific business needs. Finally, we discussed specific reasons as to why Titus may be the best partner for the Tes project, which I've highlighted below:

- Our standing with Moodle - we're the number one Moodle partner globally and with that comes the ability to directly impact both product roadmaps.
- Award winning - Titus has won many awards in the Learning Technologies arena including Learning Platform of the Year 2023 at the British Training Awards.
- Product roadmap and ability to customise - We both develop products for our clients to use, such as the our theme, Web Services API - Titus Connect and provide custom developments to meet specific client needs.
- Our quality provision and ongoing service offering, backed by our ISO 9001, ISO 27001 and Cyber Essentials Plus accreditation.
- We're B-Corp certified - We're the only Moodle partner in the world to be B-Corp certified.

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totara PLATINUM PARTNER

moodle Partner
PREMIUM CERTIFIED SERVICES PROVIDER

British Training Awards by New Possible

We are a **Living Wage** Employer

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Labour

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NHS

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WEIGHT
LIFTING

Royal College
of Surgeons
of England

UCL

dermalogica®

CNN®

The
British
Psychological
Society

CITY OF LONDON
POLICE

Institution of
MECHANICAL
ENGINEERS

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Thank you for reading

If you need further clarification on any of the above points, please don't hesitate to get in touch.

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mob | **07890322829**

The pricing stated in this supporting proposal is valid for **30 days** from the date it is sent to you